第７講　頻出英語長文演習⑦

ポイント

【1】譲歩⇒逆接⇒筆者の主張
【2】抽象の発見
【3】具体例の発見

次の英文を読んで，問に答えなさい。

［1］ Small talk is casual conversation that on the surface seems inconsequential*. Happening almost everywhere, it can take place between people who do not know each other well and involve short conversations about common interests. Shoppers may use small talk to pass the time while waiting in line to purchase their goods, or a hairdresser might keep up a steady conversation of small talk with the client whose hair is being styled at the beauty salon. In a restaurant, a savvy* waitress hopes that small talk will help forge* a connection with satisfied diners who will then leave a large tip. Co-workers may exchange a few words about the weather at the water cooler. The most common venue for small talk, however, is probably a party or social gathering, where it is used to strike up conversations with strangers. In such situations, a person might even move around the room to take part in small talk with other attendees. Engaging in small talk behavior is also known as “mingling.”

*inconsequential 取るに足らない　*savvy 経験豊かな　*forge 築く

NOTE

［2］Although the topics may be insubstantial, the act of engaging in small talk can actually be extremely significant. In many situations, small talk fills uncomfortable silences, setting people at ease. Through small talk, people become acquainted with each other, exchange information, and learn what the other does for a living or participates in for leisure. In ascertaining a sense of each other, people discover common ground. Indeed, small talk is essential to developing relationships. It is the match that lights the fire of friendship.

［3］The functions and appropriateness of small talk vary by culture. Suitable topics for small talk are not universal. In American culture, questions about personal income are not acceptable, but in Malaysia, salary inquiries are a normal part of small talk. In the United Arab Emirates, where female family life is extremely private, questions about a person's wife or daughters are off limits. In many cultures, formal business meetings begin with a certain amount of small talk, and how long small talk lasts will depend on the culture. In a business meeting in Turkey, small talk precedes any business discussions because business relationships built on personal rapport and friendship are deemed* essential to doing business. Germans, however, tend to consider small talk a waste of time in business meetings and prefer to get right to the point of the meeting.

*deemed ＜ deem 考える，思う

NOTE

[4] Small talk is normal in many situations and actually necessary in some, where not to engage in small talk is considered rude. For instance, it is terribly impolite to sit alone in a corner at a party or not to exchange a few pleasantries* with someone who has just been introduced. Many people, however, disdain* small talk as phony*, dull, or trivial. <u>Their attitude is interpreted to mean that they are not interested in another person and that they are too busy and important to invest time in getting a sense of the other person.</u> Yet it does not take a lot of time to establish meaningful connections with people through small talk.

[5] Another reason the art of small talk is vitally important is that subtle messages conveyed are often essentially more powerful than those sent during rehearsed, formal presentations, such as speeches. Hence, this proves why adeptness* at small talk can be crucial in making good first impressions. Adept small talk can be the difference in determining, for instance, whether a person is successful in a job interview. When faced with two candidates of comparable academic qualifications and professional ability, the hiring manager is more likely to choose the candidate who creates a positive impression, establishes fantastic rapport, and creates a comfortable interaction, which good small talk can do.

*pleasantries 社交辞令　　*disdain 見下す　　*phony にせの
*adeptness ＜ adept 熟練した

[Extensive Reading for Academic Success by Jeff Zeter, 2007, Compass Publishing]

問１　本文の内容を踏まえて，次の英文（A）～（G）の空所に入れるのに最も適当なものを，それぞれ下の①～④のうちから選べ。

(A) According to the first paragraph, small talk is ＿＿＿.

① formal conversation about serious topics

② necessary for shoppers to decide which goods to purchase

③ unnecessary between people who have never met before

④ used by some servers to potentially earn more money

(B) In the first paragraph, the writer states that party attendees ＿＿＿.

① do not seek opportunities for small talk with others

② gather around the water cooler to talk about the weather

③ may mingle with others whom they meet for the first time

④ will leave the room to find people they already know

(C) According to the second paragraph, small talk ＿＿＿.

① can result in a quarrel that destroys friendships

② ends in embarrassing silence

③ helps people find things they share in common

④ is an insubstantial activity

(D) In the third paragraph, the writer explains that [ ].

① Germans attach less importance to small talk than Turkish people in business negotiations

② in the United Arab Emirates, questions about female family members can be asked during small talk

③ little variation can be found in the topics of small talk all over the world

④ people in Malaysia will not be happy if asked about their personal income

(E) In the fourth paragraph, the writer claims that [ ].

① busy people should not waste time trying to get to know other people

② having a short conversation is not enough to build connections with others

③ refusing small talk can be regarded as bad manners

④ small talk is boring and unimportant

(F) In the fifth paragraph, the writer states that [ ].

① academic qualifications and professional ability are less important than small talk in job interviews

② small talk should be well rehearsed and formal to be effective for making a good first impression

③ small talk skills can be key in making a good first impression in situations like job interviews

④ the impression which good small talk can make is different from the one required in job interviews

(G) In the passage, the writer claims that [ ].

① good small talk is effective for connecting with people

② people should go to parties to become more adept at small talk

③ small talk is enjoyable, although it is not productive

④ too much importance is given to small talk

問２　本文の下線部を日本語に訳しなさい。

高１・高２　トップ&ハイレベル英語〈長文編〉　復習テスト　第七回

＊次の見出し語（句・文）に合う選択肢を選びなさい。

1. 表面
① surface　② survival　③ surmise　④ surrender

2. 伴う
① incline　② identify　③ impede　④ involve

3. 購入する
① pervade　② persuade　③ purchase　④ pour

4. 交換する
① eradicate　② exchange　③ emulate　④ exhaust

5. 場所
① vote　② visibility　③ vow　④ venue

6. 会話
① conversation　② cruelty
③ counterpart　④ celebrity

7. 従事する
① endeavor in　② evade in　③ embed in　④ engage in

8. 確かめる
① attain　② attend　③ anticipate　④ ascertain

9. 先行する
① ponder　② preclude　③ precede　④ promote

NOTE

高1・高2　トップ&ハイレベル英語〈長文編〉 第7講　解答

＜解答＞

問 1　(A) ④　(B) ③　(C) ③　(D) ①　(E) ③
　　　(F) ③　(G) ①

問 2　全訳の下線部を参照。

＜全訳＞

世間話は，表面上は取るに足らないように思える何気ない会話だ。ほとんどどんな場所でも始まり，お互いをよく知らない人同士の間で行われたり，共通の関心についての短い会話を伴ったりすることがある。買い物客は，商品を買うのに列で待っている間，時間をつぶすのに世間話をするかもしれない。あるいは，美容師は，美容院で髪を整えている客と，世間話というお決まりの会話を続けるかもしれない。レストランでは，経験豊かなウェイトレスが，チップをたくさん置いていきそうな満足した客と関係を築くのに，世間話が役立つことを期待している。同僚たちは，ウォータークーラーのところで，天候について 2，3 の言葉を交わすかもしれない。しかしながら，世間話の最もよくある場所は，おそらくパーティーか社交的な集まりで，そこでは世間話が初対面の人との会話を始めるのに使われる。そのような状況では，人は他の参加者との世間話に加わるために，部屋を歩き回りさえするかもしれない。世間話という行為に加わることは，「交流すること」としても知られている。

話題は，取るに足らないものかもしれないが，世間話に加わるという行為が，実際には極めて重要になることがある。多くの状況では, 世間話は, 不快な沈黙を埋め, 人々をくつろがせる。世間話を通じて，人々はお互いに親交を深め，情報を交換し，相手の職業や余暇にやる趣味を知る。お互いの感覚を確かめている際に，人々は共通点を見つける。実際のところ，世間話は関係を発展させるのに不可欠だ。それは，友情に火をつけるマッチのようなものだ。

世間話の機能や適切性は，文化によって異なる。世間話の適切な話題は，普遍的ではない。アメリカ文化では，個人の収入に関する質問は受け入れられないが，マレーシアでは，給料を尋ねることは，世間話によくあることだ。アラブ首長国連邦では，女性の家庭生活は極めて私的なものなので，妻や娘に関する質問は認められない。多くの文化で，公式なビジネスミーティングは，ある程度の世間話から始まるし，それが続く長さは，文化により異なるだろう。トルコのビジネスミーティングでは，世間

話が必ずビジネスの議論の前に行われる。その理由は，個人的な関係や友情の基に築かれた仕事の関係は，仕事をするのに不可欠だと思われているからだ。しかし，ドイツ人はビジネスミーティングでの世間話を時間の無駄と考える傾向にあり，会議の要点にすぐに進むことを好む。

世間話は，多くの状況で普通のことであり，実際にいくつかの状況では必要でもある。そうした状況では，世間話に加わらないことは無礼だと考えられる。例えば，パーティーで隅に一人で座っていることや，紹介されたばかりの人と少し社交辞令を交わさないのは，ひどく失礼にあたる。しかしながら，多くの人は世間話をにせもので，退屈で取るに足らないものと見下す。そういった態度は，その人たちが，他人に興味がなく，あまりに忙しくて偉い人間なので，他人を理解するのに時間を費やすことができないことを示しているとみなされてしまう。しかし，世間話を通じて人との有意義な関係を築くのには多くの時間を必要とはしない。

世間話の技術が極めて重要だというもう一つの理由は，伝えられる微妙なメッセージが，スピーチのような，リハーサルをされる公式なプレゼンテーションの間に送られるメッセージよりも本質的に効果的であることが多いからだ。それゆえ，このことは，世間話に慣れていることが良い第一印象を与えるのに決定的になりうる理由を明らかにしている。熟練した世間話は，例えば，仕事の面接で成功するかどうかを決定するのに違いを生み出すことがある。同等の学歴や専門能力を持つ二人の志願者と面接すると，採用責任者は，プラスの印象を作り，素晴らしい関係を築き，快適なやり取りができる志願者を選ぶ可能性が高くなるが，これらは上手な世間話によって可能なことなのである。

第７講　重要語彙リスト　　＊一つ一つ何度も繰り返して，覚えてください

1	casual	何気ない
2	surface	表面
3	involve	伴う
4	pass the time	時間をつぶす
5	keep up	続ける
6	steady	着実な，いつもの
7	client	依頼人，顧客
8	connection	関係
9	venue	場所
10	strike up	始める
11	attendee	参加者
12	engage in	～に従事する
13	mingle	交流する
14	significant	重要な
15	at ease	気楽に
16	become acquainted with	～と知り合いになる
17	participate in	～に参加する
18	ascertain	確かめる
19	inquiry	質問
20	off limits	許されない
21	last	続く
22	precede	先行する
23	relationship	関係
24	rapport	関係
25	deem	考える，思う
26	terribly	ひどく
27	introduce	紹介する
28	dull	退屈な
29	trivial	ささいな
30	interpret	解釈する
31	invest	投資する
32	get a sense of	～を感じ取る
33	establish	確立する
34	subtle	微妙な
35	convey	伝える
36	rehearse	リハーサルをする
37	crucial	決定的な
38	interview	面接
39	candidate	志願者
40	comparable	同等の

第７講　音読用白文　① ② ③ ④ ⑤ ⑥ ⑦ ⑧ ⑨ ⑩

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復習テスト　解答

＜第七回＞

1. ①　2. ④　3. ③　4. ②　5. ④

6. ①　7. ④　8. ④　9. ③